**TRAINING REPORT ON HOW TO LINK THE TARGET FARMERS’ GROUPS/PMGS TO INPUTS AND OUTPUT MARKETS IN BABATI DISTRICT ON 16TH JUNE 2017**



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**1.0 INTRODUCTION**

**1.1 Background**

The Selian Agricultural Research Institute (SARI) is collaborating with different partners in implementing a project under Africa RISING Program coordinated by the International Institute of Tropical Agriculture (IITA), which aims at sustainably increasing productivity and income of the Cereal-Legume Cropping Systems (maize, pigeonpea and common beans) in Babati district. The Project is collaborating with different farmers’ groups in 10 villages. The farmers and other stakeholders requested to be linked to inputs and outputs markets so that they can access required inputs for farming and markets for their produce at optimal prices.

Farmers’ training on how to link the target farmers’ groups/PMGs to inputs and output markets was conducted in Babati District on 16th June 2017. The training was facilitated by Selian Agricultural Research Institute (SARI) team; Tanzania Chamber of Commerce Industries and Agriculture (TCCIA); Traders/buyers composed of Export Trading group (ETG), Mohamed Enterprises Tanzania Ltd (MeTL), Bajwa and Monaban; Agro-dealers (Pamoja Agrovet and Mafungu Agrovet). The training was attended by 66 people composed of farmers from the target villages, extensionists, researchers, traders/buyers, agro-dealers and market information specialist (see table below for summary and Appendix 1 for names and contacts).

**Table 1: Summary of Training Participants**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Village/stakeholders** | **Number of participants** | | **Total** |
| **Female** | **Male** |
|  | Long |  |  | 2 |
|  | Sabilo |  |  | 8 |
|  | Seloto |  |  | 6 |
|  | Loto |  |  | 2 |
|  | Bermi |  |  | 4 |
|  | Orngadida |  |  | 4 |
|  | Tsamasi |  |  | 2 |
|  | Ayamango |  |  | 4 |
|  | Hallu |  |  | 2 |
|  | Endanoga |  |  | 2 |
|  | Extensionists | 4 | 10 | 14 |
|  | Researchers | 3 | 6 | 9 |
|  | Traders | - | 5 | 5 |
|  | Agro-dealers | - | 2 | 2 |
|  | Market information | - | 1 | 1 |
|  | **Total** |  |  | **67** |

**1.2 Objectives of the training**

Objective was to train farmers on how to link the target farmers’ groups/PMGs to inputs and output markets so that they can access required inputs for farming and markets for their produce at optimal prices. Overall objective of the training was to equip farmers’ groups with skills to sell their produce to markets that offer attractive prices. Specific objectives were:

* To make farmers understand the concept of value chain and its importance in market competition
* To link farmers' groups with market information service providers, input suppliers and output markets
* To create a network between farmers' groups, market information service providers, input suppliers, traders/buyers, extensionists, researchers and other stakeholders
* To equip farmers' groups with marketing skills so that they can find reliable markets
* To equip farmers' groups with skills in participatory to market planning that will enable them to secure reliable and attractive markets.

It was expected that at the end of the training sessions farmers would have gained skills on farming and marketing as a business.

**1.3 Approach**

The training was split into sessions as follows:

* Output markets
* Market information services
* Opportunities for output markets
* Availability and accessibility of production inputs

At the end of the training, farmers developed a participatory work plan for marketing their produce that would enable them to set marketing workplan with other group members upon return to their villages (see Appendix 2 for program).

**2.0 TRAINING CONTENTS**

**2.1 Contents of Farmers training on the concept of output markets and marketing**

This aimed to build capacity of farmers to exploit information flow in an organized and competitive value chain and build new business models that enable them to sell their crops collectively and in large quantities to big buyers/exporters and hence get attractive prices. It was also aimed at enabling farmers to keep farm production and marketing records in terms of costs so that they can predict/determine prices that will assure them benefits. Main topics covered included:

* Meaning of markets
* Pricing in markets
* Constraints in marketing (information, prices etc)
* Collective action in marketing and production (advantages, challenges, etc.)
* Value chain approach in production and marketing
* Farming as a business (planning, records keeping, price determination, cost-benefit analysis)
* Business linkages (contracts, market information -acquisition and utilization etc.)
* Formation and operation of a competitive value chain
* Use of electronic soko in marketing (advantages, challenges, etc.)
* Electronic networking to access information on weather, agricultural technologies and markets

**2.2 Contents of Farmers training on market information services**

This was aimed to inform farmers on services offered by Tanzania Chamber of Commerce, Industries and Agriculture (TCCIA) so that they will be able to network with TCCIA and use services offered by TCCIA in marketing their crops. Main topics covered are:

* Services offered by TCCIA (advocacy & lobbying, business information, trade fairs, training, assist in business registration, issuing product certificate of origin, business consultancy, linkage to financial services, etc.)
* Information and communication strategies and methods (leaflets, sms, phone calls, internet, mass media, visits, surveys)
* Output marketing and challenges



**Figure 1: Farmers during training session**

**2.3 Contents of Farmers training on opportunities for output markets**

This was aimed to inform farmers on available opportunities for output markets through traders/buyers so that they can network with these traders/buyers and sell their crops at attractive prices. Traders/buyers covered the following in their presentations:

* Names, locations and contacts of traders’/buyers’ companies
* Crops of mandate
* Criteria for crop quality standards
* Procedure for buying crops
* Quantity purchased
* Procedure for payment (cash, cheque, bank individually or group)
* Time interval from sale to actual payment

**2.4 Contents of Farmers training on availability and accessibility of production inputs**

This was aimed to inform farmers on Babati Agro-dealers Association (BADA); agro-dealers who are in Babati and those who are under BADA and input supply services offered by agro-dealers in Babati. Issues that were covered included:

* Names, business, locations and contacts of agro-dealers
* Types of inputs available in agro-dealer shops

Farmers were also provided with a list of Babati agro-dealers. The list, compiled by the project team, is in Appendix 3.

**3.0 PARTICIPATORY WORKPLAN FOR OUTPUT MARKETING IN 2017**

A joint draft work plan was developed with roles and responsibilities, which will guide the activities towards marketing of crops

**Table 2: Draft workplan for output marketing**

| **Activity** | **Time** | **Responsible** | **Remarks** |
| --- | --- | --- | --- |
| Miaze harvesting | July – August 2017 | -Farmers  -Extensionists | -Timely harvesting  -Observe moisture content |
| Threshing, winnowing and packing in bags | -July (few) – September – October (majority) 2017 | Farmers | -Majority use machinery in threshing, while few do it manually  -Farmers make sure that that quality is observed (whole grain, etc.) |
| Discussion among family members on how much to sell and how much to keep for family consumption | -September – October 2017 (majority)  -December 2017 (few) | -Farmers’ families  -Extensionists |  |
| Looking for information on prevailing price | September – October 2017 (majority)  -December 2017 (few | -Farmers’ families  -Extensionists | -Analysis of costs and income is done |
| Entering into contract with buyers | July 2017 | -Farmers  -Extensionists  -Cereal and other Produce Board (CPB)  -Buyers | -Criteria for quality standards are shown in the contract |
| -Sale of maize | May – June 2017 | -Farmers  -Extensionists  -Cereal and other Produce Board (CPB)  -Buyers | -Procedures for payment is shown IN THE CONTRACT |

**4.0 Issues arising from training**

These are the issues that arose from presented topics:

* Lack of expertise in determining moisture content, whereby farmers were advised to be in groups that have different committees including technical committee that will work on technical issues
* Lack of faithfulness for some members in farmers’ groups to the extent they jeopardize quality of produce. Farmers’ groups were advised to have strong leadership and rules to guide them
* Need for expertize oh how to control aflatoxin so has to have good quality produce especially in highland areas. Farmers were advised to reject affected grains during sorting, use proper tools and equipment for postharvest operations and store their produce when it reaches required moisture content
* Farmers from Bashnet requested assistance of TCCIA in warehouse receipt system
* Farmers also requested control and removal of improper and fake seeds in the input market

**5.0 Conclusions**

Farmers were happy to get education on markets, information services, and available market opportunities and input services. They requested for continuous support from partners in enabling them to secure attractive markets. Facilitators emphasized farmers to work in groups; have strong group management; adopt good agricultural practices, business skills and value chain approach; as well as to observe quality control of their produce.

**6.0 Way forward**

Groups need to prepare participatory market work plan that will enable them to sell their produce at attractive prices in 2017.

**7.0 ACKNOWLEDGEMENTS**

The team wishes to acknowledge USAID for financial support, which made the training possible. We appreciate all facilitators for the rich training materials delivered to participants. We also thank the farmers for their active participation. Last but not least we are grateful to the district authorities for their support in mobilizing farmers.

**Appendix 1: List of participants for the training workshop on how to link the target farmers’ groups/PMGs to inputs and output markets, WhiteRose Hotel, 16th June 2017**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **S/no** | **Name** | **Gender** | **Title** | **Occupation** | **Organization/**  **group** | **Village** | **Telephone** |
| 1 | Juma hussein mawere | M | Treasurer | Farmer | Baraka | Orngadida | +255787774217 |
| 2 | Joseph s. Kwatlema | M |  | Farmer | Muungano | Orngadida | +255782690475 |
| 3 | Bernadether ignas | F |  | Farmer | Nguvukazi | Orngadida | +255787190333 |
| 4 | Maria martini | F |  | Farmer | Mapambano | Seloto | +255755467226 |
| 5 | Alisia servuli | F | Secretary | Farmer | Mapambano | Seloto | +255789570494 |
| 6 | Loema matlb | F |  | Farmer | Mwangaza | Orngadida | +255789948788 |
| 7 | Bura shumija | M |  | Farmer |  | Hallu | +255783142758 |
| 8 | Valerian peter | M |  | Farmer | Qatabradick | Loto | +255784286488 |
| 9 | John daniel | M |  | Farmer | Qatabradick | Seloto | +255786934682 |
| 10 | Lucila paresso | F |  | Farmer | Qatabradick | Seloto | +255689287282 |
| 11 | Loema ninga | F |  | Farmer | Amani | Bermi | +255785892366 |
| 12 | Eliminata ami | F |  | Farmer | Iita | Sabilo | +255679974378 |
| 13 | Gabriel sikay | M |  | Farmer | Umoja | Sabilo | +255783852796 |
| 14 | Zakayo damian | M |  | Farmer | Long | Long | +255785853757 |
| 15 | Dawa lele | F |  | Farmer | Haragasi | Gedamar | +255682733827 |
| 16 | Stanslaus nicodem | M |  | Farmer | Bagidu | Sabilo | +255684673348 |
| 17 | Paulo lakaki | M |  | Farmer | Gibadu | Sabilo | +255785572140 |
| 18 | Florence z. Barag | M |  | Farmer | Banana | Tsamasi | +255785959045 |
| 19 | Kassi qwendo | M |  | Farmer | Bagharimo | Endanga | +255682855018 |
| 20 | Said juma | M |  | Farmer | Bassosiday | Ayamango | +255787062055 |
| 21 | Manswet jacob | M | Secretary | Farmer | Dugiba | Sabilo | +255686274628 |
| 22 | Margeli hhayuma | M |  | Farmer | Dugiba | Sabilo | +255789585808 |
| 23 | Serafia uway | F |  | Farmer | Jiendeleze | Seloto | +255684296575 |
| 24 | Aplonia john | F |  | Farmer | Jiendeleze | Seloto | +255789585837 |
| 25 | Lucia chami | F | Secretary | Farmer | Amani | Bermi | +255782686253 |
| 26 | Martini leonce | M | Chairperson | Farmer | Umoja | Bermi | +255785041504 |
| 27 | Monica onesphory | F | Secretary | Farmer | Umoja | Bermi | +255763306927 |
| 28 | Lucia l. Alue | F | Chairperson | Farmer | Wakuma long | Long | +255788852118 |
| 29 | Fermati abihudi | M |  | Farmer | Gibadu | Sabilo | +255783447427 |
| 30 | Hadija aray | F | Secretary | Farmer | Banana | Tsamasi | +255688445913 |
| 31 | Asha tekway | F |  | Farmer | Amani | Endanga | +255758773307 |
| 32 | Maulid athumani | M | Treasurer | Farmer | Group | Ayamango | +255785183995 |
| 33 | Charles a. Nangay | M | Chairperson |  | Bassosiday | Ayamango | +255786907387 |
| 34 | Suzana mikanyanya | F | Chairperson | Farmer | Ayamango | Ayamango | +255756519922 |
| 35 | Agripina john | F | Secretary | Farmer | Sabilo | Sabilo | +255788628785 |
| 36 | Zahoro madongo | M | Agricultural field officer | |  | Long | +255683698567 |
| 37 | Ezekia john jacob | M | Agricultural field officer | |  | Orngadida | +255785107036 |
| 38 | Adelta macha | F | Principal agricultural field officer | |  | Tsamasi | +255784850238 |
| 39 | Judith manzi | F | Principal agricultural field officer | |  | Ayamango | +255787415464 |
| 40 | Evaline kaaya | F | Agricultural field officer | |  | Endanga | +255783727295 |
| 41 | Elda mmary | F | Afo ii |  |  | Bermi | +255753226740 |
| 42 | Raabe b. Keremba | F | Afo ii |  |  | Hallu | +255785915931 |
| 43 | Ezekiel n. Mngumi | M | Afo ii |  |  | Sabilo | 0688202489 |
| 44 | Inot i songoyani | F | Research assistant | |  |  | +255713070414 |
| 45 | Jonas j masamu | M | Daico | |  |  | +255685191571 |
| 46 | Hassan lugeno | M | Chairperson | | Jumba |  | +255784446123 |
| 47 | Rose a paccangyo | F | Senior agricultural officer | |  |  | +255784431161 |
| 48 | Edger lyalaurwa | M | Agricultural officer | |  |  | +255784425666 |
| 49 | Donald laizer | M | Secretary | | Jumba |  | +255784121416 |
| 50 | A. Kasindei | M | Chairperson | | Babati agro-dealers |  | +255784392598 |
| 51 | Salutary slaa | M | Marketing manager |  | Bajwa farmers |  | +255782160005 |
| 52 | Kibaha masagati | M | Sales officer |  | Mohamed enterprises |  | +255692755407 |
| 53 | Benedict s diyanji | M | Distributor |  |  |  | 255784960876 |
| 54 | Mohamed bajwa | M | Ceo |  | Bajwa farmers |  | +255784392520 |
| 55 | Ramadhani rashidy | M | Bds officer |  | Tccia |  | +255788691340 |
| 56 | Emmanuel munga | M | H/resource manager | | Monaban |  | +255622300000 |
| 57 | Othman hassan | M |  |  | Etg |  | +255684222435 |
| 58 | Stephen d. Lyimo | M | Principal agricultural research officer | | Sari |  | +255754380115 |
| 59 | Dr. January mafuru | M | Principal agricultural research officer | | Sari |  | +255756657316 |
| 60 | Rose ubwe | F | Senior agricultural research officer | | Sari |  | +255754929689 |
| 61 | Dr. Frank mmbando | M | Senior agricultural research officer | | Sari |  | +255767160951 |
| 62 | Marietha owenya | F | Principal agricultural field officer | | Sari |  | +255754829544 |
| 63 | Luhenda yangole | M | Principal agricultural field officer | | Sari |  | +255767328710 |
| 64 | Festo ngulu | M | Principal agricultural research officer | | Iita |  | +255784712495 |
| 65 | Dr. Fred kizito | M |  |  | Ciat |  | +254736559051 |
| 66 | Daudi mitaroni | M | Driver |  | Sari |  | +255754612309 |
| 67 | Isaack naftali | M | Driver |  | Sari |  | +255673253423 |

**Appendix 2: Program for the training workshop on how to link the target farmers’ groups/PMGs to inputs and output markets, WhiteRose Hotel, 16th June 2017**

|  |  |  |
| --- | --- | --- |
| **Time** | **Event** | **Responsible** |
| 08:15 – 08:40 | Registration | Marietha/Yangole/All |
| 08:40 – 09:00 | Introduction | Rose Ubwe/All |
| 09:00 – 09:10 | Objectives for the training | Lyimo, SD |
| 09:10 – 10:25 | Output markets | Dr. January Mafuru |
| 10:25 – 10:45 | Market information services available at TCCIA | Ramadhan R. Msangi |
| **10:45 – 11:20** | **Tea/coffee break Tea/coffee break** | **Yangole/Rose/All** |
| 11:20 – 11:40 | Discussion | All |
| 11:40 – 12:00 | Availability and accessibility of inputs in Babati district | BADA Chairperson |
| 12:00 – 12:20 | Opportunities for output markets-Export Trading Group | Representative-ETG |
| 12:20 – 12:40 | Opportunities for output markets-Mohamed Enterprises Ltd | Representative-MeTL |
| 12:40 – 13:00 | Opportunities for output markets-Bajwa Farmers and Traders | Representative-Bajwa |
| 13:00 – 13:20 | Opportunities for output markets-Monaban | Representative -Monaban |
| **13:20 – 14:00** | **Lunch break** | **Yangole/Rose/Wote** |
| 14:00 – 14:30 | Discussion | All |
| 14:30 – 15:45 | Preparation of participatory workplan for output market | Marietha/PMGs/Traders |
| 15:45 – 15:55 | Remarks from farmers’ groups | Representative |
| 15:55 – 16:05 | Remarks from traders/buyers | Representative |
| 16:05 – 16:20 | Closing remarks | **Hassan Lugendo** |
| **16:20** | **Tea/coffee break & departure** | **All** |

**Appendix 3: BABATI DISTRICT - AGRODEALERS**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| S/N | NAME | SEX | Name of Business | Location | Distance\* | Address | Mobile |
| 1 | Charles G. Kamafa | Male | KAI Agrovet | Babati Town |  | 355 Babati | 0784463668 |
| 3 | Hamis C Ngoma | Male | Ngoma Agrovet | Gidas | 40 Kms | 380 Babati | 0786692881 |
| 3 | Benedict S. Diyay | Male | Mafungu agrovet | Dareda | 30 Kms | 19 Babati | 0784960876 |
| 4 | Janerose J.F. Minja | Female | Mandoro agrovet | Babati Town |  | 335 Babati | 0784544191 |
| 5 | Mary Temu | Female | Mkulima agrovet | Magugu | 25 Kms | 335 Babati | 0782729601 |
| 6 | Mary Chalamira | Female | Magugu Agrovet | Magugu | 25 Kms | 335 Babati | 0784593912 |
| 7 | Rumininsia Fulana Mwanga | Female | Mamba Rafiki Kilimo | Babati Town |  | 228 Babati | 0784738898 |
| 8 | Patrick Kisamo | Male | Madunga Agrovet | Dareda kati | 25 Kms | 335 Babati | 0782721181 |
| 9 | Prosper S. Shirima | Male | Qameyu agrovet | Qameyu | 70 Kms | 316 Babati | 0784528424 |
| 10 | Aloyce Kasindei Massawe | Male | Pamoja Agrovet | Babati Town |  | 316 Babati | 0784392598 |
| 11 | Petro Muhinda | Male | Muhinda Agrovet | Kiru six | 22 Kms | 559 Babati | 0788584323 |
| 12 | John Dawas | Male | Dawas Agrovet | Bashnet | 60 Kms | 590 Babati | 0787149764 |
| 13 | Fulgensi Fabiano | Male | Bashnet Agrovet | Bashnet | 60 Kms | 590 Babati | 0784804816 |
| 14 | David Sitta | Male | T.F.A LTD | Babati Town |  | 618,Babati | 0784 628313 |
| 15 | Glory NoahTevel | Female | Family Enterprises | Minjingu | 65 Kms | 269, Babati | 769 218937 |
| 16 | Grace Enock Mpoli | Female | Mpoli Agrovet | Babati Town |  | 339,Babati | 0784 666964 |
| 17 | Raphael Laurent Sanka | Male | Krismaljo Agrovet | Madunga | 65 Kms | 335, Babati | 0786 334864 |
| 18 | Shadrack Moses Shayo | Male | Mambo Agrovet | Babati Town |  | 651, Babati | 0784 510570 |
| 19 | Bakari Iddi Bakari | Male | Qash Farm | Qash | 25 Kms | 413, Babati | 0784 357572 |
| 20 | Belela Erasto Kou | Male | Belela Agrovet | Vilima vitatu | 50 Kms | 392, Babati | 0784 690714 |
| 21 | Julius Kodi Panga | Male | Gendi Agrovet | Babati Town |  | 510, Babati | 0784 365107 |
| 22 | Julius Kodi Panga | Male | Gendi Agrovet | Gallapo | 20 Kms | 510, Babati | 0784 365107 |
| 23 | Rogers Moses Shayo | Male | Jambo Kilimo Agrovet | Babati Town |  | 651, Babati | 0784 400530 |
| 24 | Jackson Amaniel Nyella | Male | Mbugwe Agrovet | Magugu | 25 Kms | 335, Babati | 0784 655409 |
| 25 | Jailos Joseph | Male | Jayplus Investment Ltd | Babati Town |  | 612, Babati | 0713123856 |
| 26 | Daudi Ngoma | Male | Kamsese Agrovet | Riroda | 18 Kms |  | 0784436241 |
| 27 | Widmel N. Lema | Male | Wimeg | Magugu | 25 Kms |  | 0757720954 |
| 28 | Kalista Colman | Female | Matufa Agrovet | Matufa | 22 Kms |  | 0782989945 |
| 29 | Richard Gaudence Sillo | Male | Madunga Vet Agro centre | Babati Town |  |  | 0754310443 |
| 30 | Luciana Njau | Female | Luxmanda Agrovet | Luxmanda | 80 Kms |  | 0689778484 |
| 31 | Mohamedi Bajwa | Male | Bajwa Farmers & Traders | Babati Town |  |  | 0784392520 |
| 32 | Sophia Umbe | Female | Sophia Umbe | Gallapo | 20 Kms |  | 0786649663 |
| 33 | Majid S. Majid | Male | MAM Agrovet | Gallapo | 20 Kms |  | 0786807367 |
| 34 | Willy Laizer | Male | Gallapo Agrovet | Gallapo | 20 Kms |  | 0784416697 |
| 35 | Michael Maneno Matei | Male | Matei Agrovet | Gallapo | 20 Kms |  | 0789566820 |
| 36 | Joan Frank Terry | Female | Joan Agrochemical | Magugu | 25 Kms |  | 0755856166 |
| 37 | Fidelis Frank Terry | Male | Fide Mamba Agrovet | Gallapo | 20 Kms |  | 0784738898 |
| 38 | Laurent Tara | Male | Tara's Agrovet | Bashnet | 60 Kms |  | 0784565735 |

**\*** Distance is from Babati town to Agrodealers place